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PAPER MERCHANT SALES REPORT November, 1990

(by NPTA Region)	Sales per Selling Day November, 1990 Compared to November, 1989	Sales per Selling Day November, 1990 Compared to October, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of November 1989	1990	Calendar Day Cost of ending November Inventory 1989	1990
INDUSTRIAL							
1	+13.4	+15.8	+ 1.1	42	43	58	55
2	- 2.8	+ 3.6	- 2.2	37	39	54	61
3	- 4.2	+ 5.1	- 2.6	40	39	65	63
4	+ 7.1	- 3.3	+ 0.2	37	37	54	61
5	+ 5.7	+ 3.0	+ 6.0	35	31	59	57
6	- 3.5	- 1.7	- 5.9	39	41	64	59
7	+ 2.2	+ 0.9	+ 2.4	37	35	56	54
8	+ 2.5	+ 2.9	+ 1.6	37	36	62	53
9	+ 0.7	- 1.7	+ 3.4	38	37	54	50
NY	- 1.0	+ 0.2	+ 4.5	46	49	**	**
CHICAGO	+11.7	+ 1.0	- 1.4	36	38	75	65
LA	+ 3.9	- 0.1	+ 2.7	42	42	60	51
US	+ 1.2	+ 1.7	0.0	39	38	57	58
PRINTING							
1	+ 6.5	+ 3.5	- 0.1	45	37	54	42
2	+ 1.8	- 1.9	0.0	44	43	61	48
3	+ 2.3	- 0.7	- 0.4	41	40	76	71
4	+ 6.1	+ 8.6	+ 5.2	42	45	60	53
5	+16.3	+ 8.9	+ 4.6	38	39	63	70
6	+ 3.3	- 3.1	+ 2.9	40	40	76	80
7	- 1.8	- 5.1	- 3.2	40	37	69	61
8	+10.4	+ 8.4	+ 7.3	37	39	65	66
9	+ 5.5	- 7.0	+ 5.0	36	35	52	60
NY	+ 0.1	+ 6.2	+ 0.5	45	40	66	55
CHICAGO	+ 4.5	+ 7.3	+ 3.6	40	41	63	71
LA	+10.3	- 0.3	+ 6.4	40	38	69	77
US	+ 4.6	+ 2.3	+2.3	41	40	66	64

NOVEMBER'S SALES CHANGES. *PRINTING* sales show the highest increase since February; this was a counter to last month's drop, especially as the Producer Price Index was up only slightly for November. Region 8 remains the highest for the year, and Region 7 remains the lowest. *INDUSTRIAL* sales show a small increase, and the industrial producer price index stays near zero. Region 5 and New York Metro continue to show the highest year-to-date increases and Region 6 continues with the greatest decrease for the year.

DAYS OUTSTANDING for November are virtually unchanged from October and last year. **INVENTORY DAYS** are virtually unchanged for industrial goods; printing inventory days are unchanged from last month and two days lower than last year.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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